INFORMATION LETTER

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Description of N.C.A. Committee System

How Committees Are Constituted; Their Functions, Character, And Rules of Operation

The success of any association of businessmen depends in large part on the participation of the membership in the activities of the association. The National Canners Association has been particularly fortunate in that during the 42 years of its operation the participation of its membership has steadily increased through representation on the Board of Directors, Administrative Council and the various advisory committees.

The Association committee system includes two types of advisory committees—"Standing" and "Special." Standing committees are continuous, changing only in personnel each year, whereas Special committees are authorized annually by Board action. When the work of a Special committee is completed, the Board terminates the life of the committee by failure to reconstitute the committee. The President appoints the members of all committees. His appointment of the Finance Committee must be approved by the membership at the Association's annual meeting, but no such approval is required for his appointments to membership in the other committees.

The Association maintains a salaried staff of professional and scientific personnel to perform various functions, carry on activities in the interest of the membership, and promote the general welfare of the canning industry. The Executive Secretary directs these functions and activities. To best serve a far-flung membership with its widely diversified interests, representative committees are created. Their purpose is to advise the Secre-

(Please turn to page 122)

Annual Index Mailed

The 1948 annual index of the INFORMATION LETTER covering all issues from January 2 (No. 1167) to and including December 31 (No. 1217) is being mailed next week under separate cover.

McGovern Engaged in Naming Of N.C.A. Committees

President John F. McGovern recently spent several days at N.C.A. headquarters on Association business, including preliminary work on the selection of the personnel of the 16 Standing and 6 Special committees that will serve the Association during 1949. When these selections have been completed, and acceptances of all committeemen have been received, the INFORMATION LETTER will publish the complete listings of committee personnel. Mr. McGovern suggested that for the benefit of new committee personnel there should be published from time to time a description of the Association's committee system—their functions, character, and rules of operation and procedure. Such a description is published in this issue.

Annual N.C.A. Salmon Cutting

The 13th annual Canned Salmon Cutting and Production Conference sponsored by the Northwest Branch of the National Canners Association will be held March 15-16 at the Olympic Hotel, Seattle. The program will include a cutting of 1948 pack salmon, reports on the various species of salmon, addresses and discussion of net preservation and wood preservation, and motion pictures.

Tennessee-Kentucky Canners Told of N.C.A. Services

The wide scope of N.C.A. membership services, as exemplified in the Convention Issue of the INFORMATION LETTER, was discussed by Happer Payne, Director of the N.C.A. Labeling Division, at the annual meeting of the Tennessee-Kentucky Canners Association at Nashville February 14.

Using the Convention Issue as his text, Mr. Payne stressed the over-all coverage by the Association of all

(Please turn to page 121)

Hoover Group Recommends Negotiation for Canned Foods

Amendment of the Armed Services Procurement Act to "permit the procurement of nonperishable subsistence by negotiation" is recommended by a task force of the Commission on Organization of the Executive Branch of the Government (the Hoover Commission).

The task force report on "The Federal Supply System" recommends such an amendment to the recent Procurement Act and an additional one to "permit, in cases where a number of bids—some reasonable and some unreasonable—have been received for fractional parts of the requirements, the acceptance of the reasonable bids, the rejection of the unreasonable ones, and negotiation for the remainder of the requirements."

The task force also recommends amendment of the Act "to eliminate the provision that the negotiated price shall be less than the lowest bid price."

The report was sent to Congress recently, and copies were made public February 14.

In its analysis of "traffic management," the report said:

"Purchasing on a delivered price basis, since it eliminates traffic handling by Government personnel and reduces possibility of losses, should be encouraged wherever the applicable rates are found to be reasonable. However, before this policy is adopted for any purchase program, the initial questions of reasonableness of existing rates and the possibility of obtaining reduced rates should be determined."

The task force cited the Armed Services Procurement Act as "a major advance in Federal purchasing" and recommended that its provisions be

Dates Set for Board Meeting

The Spring Meeting of the Board of Directors of the National Canners Association will be held May 19 and 20 at Hotel Statler, Washington, D. C. Program details will be announced later.

extended to cover all Government procurement. The Act was so regarded, it was stated, because it raised from $100 to $1,000 the ceiling on purchases which can be made without competitive bidding and nullified many decisions and regulations built up over the years as interpretations of a procurement statute enacted in Civil War days and amended only "sparingly" since.

The task force found merit in the Armed Services Procurement Regulations, issued by the military departments, because they permit contract awards "on the basis of other factors than price, including quality and value."

The task force made several recommendations on procurement policies, practices and procedures that may be carried out administratively and without the aid of any legislation. Some of these recommendations are:

1. Procurement policies and the maintenance of the Armed Services Procurement Regulations should be a function of the Munitions Board, rather than of the Departments of the Army, Navy and Air Force. "Policies and rules and regulations could thus more easily be made uniform for all departments by group conference and agreement rather than independently."

2. "Bidders lists should be confined, insofar as possible to those potential suppliers who are known to be responsible."

3. "A master form, embodying all the terms and conditions of invitations to bid and contracts, should be developed" and "each supplier desiring to do business with the Government would be furnished with a copy of the standard form and would be required to acknowledge receipt of and familiarity with its terms. Thus, the terms and conditions would not need be included with each invitation to bid, and a purchase order on which reference is made to the standard conditions could be the contract."

4. "Bid and performance bonds should not be used on supply contracts. If the responsibility of bidders and contractors were assured by the methods described and recommended above, bonds would serve no useful purpose."

5. "Cash discounts taken for prompt payment should follow commercial practice. If the billing and paying procedure were simplified, the Government could more frequently pay its bills within the usual discount period."

At present, the task force said, all procurement policies, practices and procedures should be coordinated and dictated by the Munitions Board, the name of which should be changed to "Mobilization and Logistics Board" to reflect its functions more accurately.

"Eventually," it was stated, "it is believed that there should be established a central supply unit for the National Military Establishment by which common-use items would be purchased, and purchasing policies would be established, for all three constituent departments."

While noting progress in the formulation of specifications—"JAN" specifications for all three services as well as Federal specifications for all Government agencies—the task force recommended that the preparation and revision of Federal specifications should be speeded up, but that they should provide for alternate qualities to meet agency requirements wherever practicable.

Invitations to Bid

Quartermaster Purchasing Offices—111 East 16th Street, New York 3, N. Y.; 1819 West Pershing Road, Chicago 9, Ill.; Oakland Army Base, Oakland 14, Calif. (Western Branch).

Veterans Administration—Procurement Division, Veterans Administration Building, Washington 25, D. C.

The Walsh-Healey Public Contracts Act will apply to all operations performed after the date of notice of award if the total value of a contract is $10,000 or over.

The Army has invited sealed bids to furnish the following:

CANNED SNAP BEANS—13,684 dozen No. 2 cans. Bids due at Chicago under serial No. QM-11-183-49-899 by Feb. 18.

CANNED BLUEBERRIES (HUCKLEBERRIES)—523 dozen No. 10 cans. Bids due at Chicago under serial No. QM-11-183-49-915 by Feb. 23.

CANNED FISH—20,092 dozen No. 1 ovals or talls of sardines, herring, or Atlantic mackerel. Bids due at New York under serial No. QM-30-280-49-990 by March 9.

HOME ECONOMICS

Home Economics Division Releases School Lunch Recipes

Following the purchase by the U. S. Department of Agriculture of quantities of canned tomato paste for use by schools eligible to participate in the National School Lunch Program, the Association's Home Economics Division has prepared, tested and issued recipes using either tomato paste, tomato sauce or catsup in quantity servings for the school lunch program.

In response to requests from the Government, the Home Economics Division developed recipes for servings of 25 and 50 persons, to fulfill the nutritional requirements of the school lunch program. After testing in the Home Economics Service Kitchen, the recipes were sent to regional School Lunch Program offices in mimeographed form. Limited numbers of copies may be obtained upon request directed to the Division.

Katherine Smith Featured On Women's Radio Program

Miss Katherine R. Smith, Director of the N.C.A. Home Economics Division, was featured this week on the "Woman of the Week" program, sponsored by International News Service, and released to 250 radio stations throughout the country. The feature each week presents the story of some woman who has become successful in her chosen field.

The script gave the Association some desirable publicity, tied in with its account of Miss Smith's services in N.C.A. It made references to benefits housewives gain from use of canned foods, nutritive values and other points stressed in the work of the Home Economics Division.

PUBLICITY

Today's Woman Features Inexpensive Canned Foods

Canned foods play an important part in the food section of the March issue of *Today's Woman* magazine, which is distributed to 746,700 readers. In the food section of "Today's Woman at Home," a homemaker's section of which Miss Dorothy Wagner is director, the inexpensiveness and ease of preparation of canned foods are highlighted.

Miss Erma Nibley, food editor, presents a one-page color photograph of spaghetti sauce. Canned tomatoes and tomato sauce are two of the main ingredients used in the recipe.

A second article, "Pantry Shelf Meals," gives a full page of recipes using six varieties of canned meats. To further emphasize canned meats, they are spotlighted in a modernistic color photograph with one recipe illustrated. In response to a reader's statement objecting to the use of expensive cuts of meat, Miss Nibley states, "For the good flavor of meat at low cost we suggest using canned meats. Stock the pantry shelf with a supply of them and try these recipes."

Nutrition Publicity

Publicity resulting from the press conference and exhibit on the nutritive values of canned foods held in Chicago in mid-November is known to have appeared in 421 newspapers and magazines having a total circulation of 25,836,516.

Listed below are the papers and circulation figures on clippings received by the Association this week, with the totals previously reported:

Allendale (S.C.) Citizen (Jan. 14)*	1,500
Alpena (Mich.) News (Jan. 17)	6,245
Altoona (Pa.) Mirror (Jan. 13)	36,800
Athens (Tenn.) Post Athenian (Jan. 17)	2,394
Baraboo (Wis.) News-Republic (Jan. 17)	5,322
Baton Rouge State Times (Jan. 27)*	27,624
Baton Rouge Advocate (Jan. 28)*	9,938
Beloit (Wis.) News (Jan. 17)	15,957
Brainerd (Minn.) Dispatch (Jan. 20)	5,465
Carl Junction (Mo.) Standard (Feb. 4)	1,300
Celina (Ohio) Standard (Jan. 17)	3,850
Charleston (W.Va.) Mail (Jan. 17)	58,828
Chippewa Falls (Wis.) Herald Telegram (Jan. 17)	7,518
Enterprise (Kans.) Journal (Jan. 13)*	(a)
Fairmont (W. Va.) West Virginian (Jan. 17)	6,751
Glen Falls (N.Y.) Post Star (Jan. 21)	12,876
Gloversville (N.Y.) Herald (Jan. 27)	5,050
Hampton (S.C.) Guardian (Jan. 12)	690
Iowa City (Iowa) Press Citizen (Jan. 20)	9,409
Jackson (Miss.) News (Jan. 20)	34,852
LaCrosse (Wis.) Tribune (Jan. 27)	26,288
LaGrange (Ga.) News (Jan. 29)	4,320
Lansing (Mich.) State Journal (Feb. 8)	52,032
Luray (Kans.) Herald (Jan. 26)	580
Madison (Wis.) Capital Times (Jan. 17)	36,174
Merrill (Wis.) Herald (Jan. 17)	4,469
Morristown (N.J.) Record (Jan. 17)	8,681
Onarga (Ill.) Leader Review (Jan. 6)**	1,876
Parkersburg (W.Va.) News (Jan. 17)	7,648
Pelham (Ga.) Journal (Jan. 27)	1,420
Perry (Okla.) Journal (Jan. 14)	3,709
Pontiac (Ill.) Leader (Jan. 24)	3,620
Portsmouth (N.H.) Herald (Jan. 17)	7,978
Portsmouth (Ohio) Times (Jan. 20)	23,644
Practical Home Economics (Feb.)	12,738
San Francisco Call Bulletin (Jan. 15)*	169,596
Sioux City (Iowa) Journal Tribune (Jan. 17)	26,642
Steubenville (Ohio) Herald Star (Jan. 20)	25,218
Vermont (Ill.) Union (Jan. 20)	815
Wellington (Colo.) Sun (Jan. 17)	300
Wetumka (Okla.) Gazette (Jan. 28)	935
Wichita Falls (Tex.) Times (Jan. 20)	17,279
	682,331
Circulation already reported	25,154,185
Total known circulation	25,836,516

(a) Circulation unknown; (*) second mention; (**) third mention.

Tennessee-Kentucky Meeting

(Concluded from page 119)

phases of a canner's operations—from grower relations and production of raw products through all phases of processing and distribution to sale of canned foods—pointed up in the Convention Issue.

Mr. Payne also presented the film, "Better Labels," and spoke of the favorable price record of the canning industry.

A press release citing his remarks about retail prices of canned fruits and vegetables was sent by the N.C.A. to 45 dailies, 34 weeklies, 5 bi-weeklies, and 40 trade papers, as well as to regional offices of the national newspaper wire services in Frankfort, Ky., Nashville, Tenn., and Washington, D. C.

The press release cited Mr. Payne's statement that canned fruits and vegetables are the housewife's best buy because they have advanced less in price than any other category of foodstuffs included in the consumer price indexes of the U. S. Bureau of Labor Statistics.

CONVENTION

Convention Door Prizes

Winners of door prizes awarded by the Canning Machinery & Supplies Association at the 1949 Canners Convention, as announced by S. G. Gorsline, secretary, are as follows:

First Prize—Philco Radio-Phonograph Combination: Mrs. N. McCahill, Canadian Canners, Ltd., Hamilton, Ontario, Canada; Walter E. Taylor, G. S. and F. E. Jewett, Norridgewock, Me.; Frank L. Cooley, American Home Foods, Inc., Morris Plains, N. J.; David Terry, Esmeralda Canning Co., Circleville, Ohio; Mrs. Louis Scaramelli, Loupe & Smith, Inc., Model City, N. Y.

Second Prize—Philco Freezer: C. J. Tempas, Central Wisconsin Canneries Div., Minnesota Valley Canning Co., Beaver Dam, Wis.; Errett Deck, Walla Walla Canning Co., Walla Walla, Wash.; James R. Jones, Shuttleworth Foods, Inc., Warren, Ind.; Andrew Kutlik, Libby, McNeill & Libby, Dover, Del.; Charles A. Elder, Fruit Processors, Inc., St. Joseph, Mich.

Third Prize—Kodak Camera and Projector: N. E. Daniels, H. J. Heinz Co., Pittsburgh; G. N. Fisher, Kraft Foods, Wilmette, Ill.; L. D. Chrisler, The Gypsum Canning Co., Port Clinton, Ohio; Mrs. R. W. Jones, R. W. Jones Canning Co., Arlington, Ind.; A. H. Pfeiffer, Schuckl & Co., Inc., Sunnyvale, Calif.

Fourth Prize—Two-Suiter and Overnight Bag: K. W. Seiter, Grape Belt Preserve Co., Inc., Westfield, N. Y.; Tom Rafferty, Keene Canning Co., Freeport, Ill.; Robert G. Thomas, Illinois Canning Co., Hoopeston, Ill.; Lester R. Edwards, Whitewater Canning Co., Whitewater, Wis.; Calvin L. Skinner, Tri-State Packers Assn., Easton, Md.

Fifth Prize—Underwood Portable Typewriter: Robert F. Ash, DeGraff Packing Co., DeGraff, Ohio; J. E. Standiford, Vincennes Packing Corp., Vincennes, Ind.; J. W. Thuma, Sycamore Preserve Works Corp., Sycamore, Ill.; Ed Willett, Walter L. Rathbun, Inc., Phalanx, N. J.; Annie S. Bankert, Bankert Bros. Co., Inc., Hampstead, Md.

Sixth Prize—Taylor Pendant Barometer: R. E. Toller, Hi-Life Packing Co., Chicago; W. H. Sherman, Association of New York State Canners, Inc., Rochester, N. Y.; J. P. Bessette, St. Johns, Quebec, Canada; Ellis R. Warner, Jr., Pennsylvania Frosted Foods Corp., South Hampton, Pa.; A. J. Rogers, Cherry Growers, Inc., Traverse City, Mich.

Seventh Prize—Waring Cocktail Mixer: John T. Harrison, Tilghman Packing Co., Tilghman, Md.; Homer Hooks, Canners League of Florida, Lakeland, Fla.; Fred Cordt, Marshalltown Canning Co., Marshalltown, Iowa; D. B. Ingersoll, Halstead Canning Co., Cortland, N. Y.; William T. Martin, Beech-Nut Packing Co., Canajoharie, N. Y.

Eighth Prize—Sunbeam Coffeemaker: John T. Maggioncalda, Minot Food Packers, Inc., Bridgeton, N. J.; Ben F. Counter, Fort Lupton Canning Co., Fort Lupton, Colo.; R. H. Stimpson, H. J. Heinz Co., Pittsburgh; J. E. Reese, D. E. Winebrenner Co., Inc., Hanover, Pa.; J. W. Blake, Randall Chicken Products Co., Upper Darby, Pa.

Parathion Insecticide Residues Less Hazardous than Supposed

At the Conference on Insecticides which was a feature of the 1949 N.C.A. Convention, Dr. Arnold J. Lehman, Chief of the Division of Pharmacology, U. S. Food and Drug Administration, summarized existing knowledge of the toxicology of the numerous insecticidal compounds introduced in recent years. As a partial record of his talk, the INFORMATION LETTER of January 26 reproduced an earlier paper by Dr. Lehman published in the Bulletin of the Association of Food and Drug Officials.

Further experimental results have warranted a revised estimate of the residue hazard from use of parathion. Because of the current interest in the potentialities of this material a letter just received from Dr. Lehman is an important addition to the information given at the Conference on Insecticides. It should be emphasized that this deals with residues on the harvested product; the precautions to be observed by operators in application are as important as ever. Dr. Lehman's letter follows:

My article "The Toxicology of the Newer Agricultural Chemicals," reproduced in the January 26, 1949, INFORMATION LETTER of the National Canners Association, states in part: "It is known that parathion has a cumulative action which points toward tissue storage." This statement was correct insofar as we were able to determine from the data available at the time the article was written (June 1, 1948). Since then, newer experimental data have revealed two important facts regarding parathion, which are:

1. Parathion is not stored in the tissues to an appreciable extent.

2. Parathion is rapidly destroyed by the tissues of the body which in turn is an added mechanism for the prevention of tissue accumulation.

These findings, taken in conjunction with the fact that acceptable directions for use of various concentrations of parathion dusts and sprays include the warning that the last application be made at least 30 days before harvest, lead to our present belief that parathion residues under such conditions would not constitute a health hazard for the consumer.

Operators, for their own protection, should strictly observe the detailed directions for caution in the application of the insecticide.

Wage-Hour Hearings

Hearings on proposals to amend the Federal wage and hour law were to be concluded by the House Committee on Education and Labor yesterday.

Chairman Lesinski (Mich.) announced to the House on February 14 that it would be a week or 10 days before the Committee could report a bill.

N.C.A. Committee System

(Concluded from page 119)

tary with respect to the effectiveness of each of the functions and activities of the Association. The Secretary thus may look to each committee as a representative of the membership, and the advice given by such committees is taken as the membership's reaction to and acceptance of the work being performed by the staff. The committee also serves to express membership opinion as to what activities or projects should be undertaken in the interest of the membership, and when programs should be expanded, reduced, or terminated.

With many Association activities the work involved can be most efficiently performed through a combination of the work of staff and Association members or, in some cases, a division of work between them. Accordingly, the membership of the various advisory committees is frequently asked by the committee chairmen to perform certain Association tasks which in their capacity as canners they can do more effectively than staff members. The membership of practically all the committees is from time to time assigned certain Association jobs which they perform unselfishly in the interest of the entire membership. One of the best examples of an Association function performed largely through the membership of the committee rather than by the staff is that of the Legislative Committee.

The outstanding success of the National Canners Association has been due in large part to the willingness of its members, both large and small, to devote many hours and days of valuable time to the unselfish promotion of the welfare of the industry at large, through their service on various N.C.A. committees.

Members of N.C.A. committees serve without pay. The Association reimburses them for necessary expenses incurred in connection with all committee meetings officially called, with the exception of those meetings that are held in connection with the Annual Convention.

Committee meetings are called when on consultation between the chairman and the Secretary it is deemed necessary to hold a meeting, and the Secretary issues the official call to the membership.

After adjournment each committee member submits to the Secretary for approval and payment by the Treasurer a statement of expenses incurred in attending the meeting.

To each committee a staff member is assigned to act as secretary. This staff member is the one who is either directing or is most closely identified with the activity for which the committee acts as advisor. Thus, the committee chairman, and, in fact, the entire committee, works very closely with the staff member who serves as committee secretary. Another duty of the staff secretary is the keeping of minutes of committee meetings and other records of committee action.

The President of N.C.A., aware of the importance of these committees and the duties that the committee members undertake for the Association, makes his appointments in such manner as to provide adequate representation of Association membership from the standpoint of geographical distribution, commodity interests, size of business, special ability or training of the committee member. The President, in his appointments, also attempts to bring new members into committee work each year, and at the same time retain enough of the experienced personnel to utilize the benefits of the know-how of previous committees.

STATISTICS

Tomato and Chili Sauce

The 1948 tomato pack of 21,466,688 actual cases was 10.5 percent smaller than the 1947 pack, according to the Association's Division of Statistics.

The 1948 pack of chili sauce totaling 2,315,655 actual cases was 36 percent less than the 1947 pack.

Packs and Stocks Canned Tomatoes

	1947-48 (*Actual cases*)	1948-49 (*Actual cases*)
Carryover, July 1	362 295	1,949,713
Pack	23,986,993	21,466,688
Supply	24,349,288	23,416,401
Total stocks, Jan. 1	8,555,510	12,033,814
Shipments July 1 to Jan. 1	15,793,778	11,382,587

Canners Stocks and Shipments Chili Sauce

(Sold and Unsold)

	Total Supply 1948 Pack & Carry-over (*actual cases*)	Total Stocks Jan. 1, 1949 (*actual cases*)	Shipments July 1-Jan. 1 (*actual cases*)
12 Z Glass	2,916,814	2,002,592	914,222
No. 10 Tin	143,502	89,160	54,342
Misc. Tin & Glass	4,039	2,950	1,089
Total	3,064,355	2,094,702	969,653

The above report is a summary of all canners known to have packed chili-sauce in 1948, together with an estimate for one firm not reporting. The 12 Z glass is reported on a basis of 12 bottles to a case. Information for California included in the above totals was compiled by the Canners League of California.

TABLE OF CONTENTS

PAGE

Association Activities

Description of N.C.A. committee system 119
McGovern engaged in naming of N.C.A. committees 119

Procurement

Hoover group recommends negotiation for canned foods 119
Invitations to bid 120

Information Letter

Annual index mailed 119

Meetings

Dates set for Board meeting 119
Annual N.C.A. salmon cutting 119
Tennessee-Kentucky canners told of N.C.A. services 119

PAGE

Home Economics

Home Economics Division releases school lunch recipes 120
Katherine Smith featured on women's radio program 120

Publicity

Today's Woman features inexpensive canned foods 120
Nutrition publicity 121

Convention

Parathion insecticide residues less hazardous than supposed 121
Convention door prizes 121

Congress

Wage-hour hearings 122

Statistics

Chili sauce pack and stocks 122